

Sold Summary

	Dec 2011	Dec 2010	% Change
Sold Dollar Volume	\$76,430,997	\$86,703,763	-11.85%
Avg Sold Price	\$396,016	\$410,918	-3.63%
Median Sold Price	\$345,000	\$400,000	-13.75%
Units Sold	193	211	-8.53%
Avg Days on Market	113	99	14.14%
Avg List Price for Solds	\$411,197	\$422,240	-2.62%
Avg SP to OLP Ratio	92.9%	93.3%	-0.34%
Ratio of Avg SP to Avg OLP	92.4%	93.0%	-0.70%
Attached Avg Sold Price	\$277,207	\$275,818	0.50%
Detached Avg Sold Price	\$471,530	\$500,276	-5.75%
Attached Units Sold	75	84	-10.71%
Detached Units Sold	118	127	-7.09%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Dec 2011	Dec 2010	% Change
Active Listings	1,088	1,241	-12.33%
New Listings	227	231	-1.73%
New Under Contracts	104	105	-0.95%
New Contingents	82	68	20.59%
New Pendings	186	173	7.51%
All Pendings	389	339	14.75%

Financing (Sold)

Assumption	0
Cash	20
Conventional	106
FHA	40
Other	2
Owner	0
VA	25

Days on Market (Sold)

0	4
1 to 10	18
11 to 20	9
21 to 30	14
31 to 60	37
61 to 90	20
91 to 120	20
121 to 180	35
181 to 360	28
361 to 720	8
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	1	0	0	0	0	4	0	1
\$50K to \$99,999	0	0	0	0	0	0	0	7	0	22
\$100K to \$149,999	1	0	0	0	0	0	4	4	2	24
\$150K to \$199,999	1	0	1	3	0	0	7	16	25	34
\$200K to \$299,999	2	4	12	18	7	5	9	49	101	38
\$300K to \$399,999	0	1	6	10	20	2	4	119	40	25
\$400K to \$499,999	0	0	5	4	17	1	1	129	15	12
\$500K to \$599,999	0	0	0	2	18	0	0	105	6	3
\$600K to \$799,999	0	0	0	0	19	0	0	141	4	0
\$800K to \$999,999	0	0	0	0	4	0	0	79	0	0
\$1M to \$2,499,999	0	0	0	0	4	0	0	78	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	5	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	4	5	25	37	89	8	25	736	193	159
Avg Sold Price	\$182,600	\$260,200	\$300,098	\$307,082	\$532,670	\$308,672	\$226,324			
Prev Year - Avg Sold Price	\$151,633	\$219,990	\$319,788	\$296,976	\$536,699	\$376,113	\$244,317			
Avg Sold % Change	20.42%	18.28%	-6.16%	3.40%	-0.75%	-17.93%	-7.36%			
Prev Year - # of Solds	3	6	16	33	108	8	37			

Active Detail